

Just Before You Vote

You are not a rock-ribbed partisan. You are going to vote according to your conscience. And your conscience demands Reasons. Now let us have a square talk

about those reasons. Let us see why, this year, so many Voters, like yourself, will finally decide at the last moment that a vote for Mr. Hughes is the only safe vote.

A Very Big Issue

Now, all that Mr. Hughes has said about National honor, protection of our citizens, the need of preparedness to prevent war, a sincere, fair policy—these ideals are mightily important to our country, and he is the right man to carry them out.

But bread-and-butter—that is, common, ordinary prosperity for the common people—is another very big issue in this election. For 365 days in the year there is one all-important question for all of us who are not rich—that is, *How to Make Both Ends Meet.*

Your Dollars Are Worth Less

If you are a working man, you may be getting better wages than you did. If you are a salaried man in business, perhaps your salary has been raised—perhaps not. If you are a teacher, a minister, an ordinary brain-worker, you probably have no more money. If you are a merchant or have a small business, you are probably making more money.

But, workingman or merchant, if you are getting more money, does it buy as much as it did four years ago? Absolutely, NO.

For Prices have gone up faster than incomes, and those rising prices have been for the necessities of life. They range from one-third to two-thirds higher today than when Mr. Wilson and his Congress were elected four years ago.

But your *Income* has not run up at that rate, has it? No matter how much more money you are now earning in this period of fictitious prosperity, due entirely to the European War, your money doesn't buy as much as it did four years ago. That is the real test of "prosperity."

Wilson Promised Low Prices

Now, what have Mr. Wilson and his Congress had to do with that?

When we elected Mr. Wilson and his Congress, they said they would "revise the tariff," and that "would reduce the cost of living." They put through the Underwood Tariff bill and declared this new Tariff would do two things:—

1. "It will reduce the cost of living."
2. "It will not disturb business."

How about these bright, joyous promises?

As to the *Cost of Living*—You all know that living is from One-Third to Two-Thirds higher than it was then.

As to *Disturbing Business*—Have you forgotten that dark, pitiful year just before the war? Thousands of factories closed down, or ran at part time, and over 40,000 business concerns couldn't pay their bills and went into bankruptcy. Over a MILLION working men were out of a job. Every city had every night that heart-break of poverty—a BREAD LINE. Charity had its hands full. Mayors called citizens' meetings to appoint relief committees. Governors called special sessions of their legislatures to see what could be done to make jobs for workless men.

How Wilson Explained the Hard Times

And President Wilson? He wrote and said, "These hard times are only psychological."

But psychology didn't feed the daily bread-line. The bad times didn't begin to mend till the War began, and Europe had to buy our guns and powder and wheat and horses. That frenzied War-demand set everybody working,

sent up the workmen's wages, helped the merchants sell their goods,—and raised the prices we had to pay faster than the money came in.

This simply means that Mr. Wilson and his Congress figured that Free Trade was a fine theory that would work. They tried it. It knocked the very bottom out of business and the dinner-pail. Then the war came along. It set business going, but it sent Prices going faster.

After the War Is Over

The War will end, suddenly. Then, no more demand for our guns, powder, wheat, horses, and a hundred other things Europe has to buy of us now. Then, unless we adopt a different policy, we will again be just where we were in 1913-1914. Only worse. For business will have to readjust itself again to that Underwood Tariff. Men will lose their jobs by the million. And it will take a long time for Prices to get down.

Unless something very wise is done by our government, the end of the War will see more Unemployment and Business Ruin than we had in 1913-1914.

Now, the big question is—Who can be trusted to do that Wise Thing?

"No Danger," Says Wilson

Can Mr. Wilson and a Democratic Congress be trusted to do the sure, right thing?

Here is what Mr. Wilson just said in his Cincinnati speech on October 26:—

"It is predicted that after this War, Europe will in some way overwhelm the United States by her economic power. I wonder that any thinking man can entertain an opinion of that sort. The whole dexterity and thought of Europe has been concentrated on destruction. The whole nervous and physical energy of Europe will require a generation to recover its tone."

He followed what his Secretary, of the Treasury, Mr. McAdoo, had said on October 18:—

"Our virile, rich, unmaimed and highly developed people need fear nothing from the competition of stricken and broken Europe."

The same old bland, blind Trust-to-Luck as four years ago.

"I Don't Know," Says Wilson

But now listen to what an expert says. Not a Republican but a Democratic Chairman of the Federal Trade Commission, one of Mr. Wilson's own appointees. On October 27, the day after Mr. Wilson, in Chicago, said, "No danger," this Expert said in New York.

"When we think of Europe as a continent engulfed in war, devastated and disordered, I want to say to you that we are not correct in that conception. Under the stress of the struggle every effort is being made, in the warring nations, to obtain the highest efficiency in the production, distribution and use of commodities of all kinds. *** The War has compelled Great Britain to make 30 years of industrial progress in 30 months. The Germany that emerges from the War will be years ahead of the Germany we knew in 1914. *** Within five years we shall find a new Europe competing against us with war-sharpened brains, not only in our foreign markets, but right here at home."

What did Mr. Wilson say after reading that rousing alarm? On October 28, at Shadow Lawn, he said to a Tammany delegation: "I don't know what will happen after the War."

Hughes Does Know

On the other hand, consider Mr. Hughes and the Republican policy.

As to the terrible economic danger ahead after the War, Mr. Hughes clearly pointed it out in his very first speech last July.

He showed how the warring nations were building up a new system of co-operation

between labor and capital which beats any efficiency the world has ever known.

He described how each of these nations was eliminating industrial waste, and was organizing a mutuality of interests which was bound to make them more formidable in peace than in war.

He made it clear that the stress of the struggle was awakening the most sluggish men, and was training them to do better work than they had ever dreamed of.

And he not only sensed the situation, but in speech after speech he indicated just how he would meet it.

Contrast The Two Men

Now you are able to see the fundamental differences between the two men. You can see how the election of Mr. Wilson will leave the country to flounder in the coming crisis, while the election of Mr. Hughes will lead business and labor in a straight road. This is an election for thinking men, not for sentiment to decide.

Wilson, at every point, has shown an inability to sense a situation till it reaches a critical stage, when only hasty and inadequate measures are possible.

But Hughes, because of his practical mind and large training in affairs, sees the need and the remedy while it is afar off. He says:

"We cannot afford to be running along without any regard to business standards. We need a fair understanding of costs, a testing out of methods, an interchange of information, an endeavor to ascertain where waste can be avoided, in order to promote business."

That is the deep problem which Europe, while still at war, is trying to master, and which America must learn if we are to meet the new competition.

Hughes, awake to this, wants to give to America, ORGANIZATION—not interference, but a friendly spur and aid to co-operation.

Contrast The Two Policies

Another remedy which Hughes says is vital is a scientific PROTECTIVE tariff.

Wilson as a professional free-trader, and standing on the Democratic platform, holds that the Government has no right to make a tariff except for revenue.

Hughes, backed by the Republican Party, believes that a scientific PROTECTIVE tariff is the only basis for American prosperity, fair wages and fair prices.

All thinking men agree that America must use the Tariff as a means of defense against the invasion of cheaply-made European goods. The question that YOU must decide is—To which man shall that Tariff be committed?

Shall we have a Democratic tariff that only pretends to help the wage-earner, the salaried man and the man of business—or a Republican tariff that does really protect him?

Be Mighty Sure Before You Vote

You are picking out a man who for four difficult years must safeguard your honor and protect you and yours from danger and from want. The vote you put in the ballot box cannot be changed or withdrawn.

Face squarely the facts and the reasons printed here. Then, when you have gone to the very bottom of things—you will

Vote for Hughes